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Acquisition Schedule and Strategy

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SETAC HISTORY

- USASMDC (and its predecessors) has had a SETAC "program" for over 35 years
- Pre-CICA, the SETAC was awarded on a sole-source basis to Teledyne Brown Engineering (TBE)
- First competitive SETAC award received only two offers; TBE was again awarded the SETAC
- First "split" award in 1992; TBE and Nichols Research Corporation (NRC)
- First multiple-award in 1997; MEVATEC; NRC, TBE, and Computer Sciences Corporation (CSC)

SETAC HISTORY

- Following the 1997 awards, two significant events changed the SETAC contractor community:
  - CSC bought out NRC and all of NRC contracts; and
  - TBE created an independent spin-off company, Teledyne Solutions, Incorporated (TSI), to perform all SETAC efforts

- Seven (7) SETACs awarded in 2002
  - BAE bought MEVATEC
  - MRC graduated form 8(a) program

WHAT IS SETAC?

SETAC - Systems Engineering and Technical Assistance Contract

Current Primes:

- CSC
- BAE
- L3 Communications
- TSI
- DCD
- Cirrus
- MRC

Current SETAC Teams consist of 200+ subcontractors

WHO USES SETAC?

Current Users:

- USASMDC/ARSTRAT in Huntsville, Colorado Springs, and Washington DC
- PEO-M&S
- GMD
- THAAD
- Targets Office (MDA)
- Related OGAs in Air, Space, and Missile Defense Arenas

WHO WILL USE SETAC 07?

Known Users:

- USASMDC/ARSTRAT in Huntsville, Colorado Springs, and Washington DC
- THAAD
- Targets Office (MDA)

Potential Users:

- PEO-M&S
- MDA/DFW
- Related OGAs in Air, Space, and Missile Defense Arenas

WHAT ARE THE FUNCTIONAL AREAS?

- Requirements Definition, Integration, and Planning
- Technology Development, Assessment, and Validation
- Threat Estimation/Projections
- Weapons Lethality and Effects Estimation
- Engagement Simulation and Interfacing
- Program/Project Analysis, Evaluation, and Support
- Homeland Defense and Homeland Security
- Warfighter Support
- Chemical, Biological, Radiological, and Nuclear (CBRN)

UNCHANGED FROM PREVIOUS SETAC ACQUISITION

- Multiple Awards
- Performance-Based Scope of Work Supported by User Mission and Function Statements
- Indefinite Delivery/Indefinite Quantity (ID/IQ) Contracts
- Fixed-Price Labor Categories with Cost Reimbursable Lines for Travel, Materials/ODCs, and consultants
- Umbrella OCI Clause for primes with “technology area” flowdown to subcontractors
- Same NAICS Code: 54171 (Small Business Size Standard: 1000 employees)
- Participation of Primes in the DA Mentor-Protégé Program will be encouraged
- ID/IQ Multiple Award Rules - will continue to be compliant as we are under the current SETACs
- Both Formal and Informal Competitive Task Order awards
- Requirements exceeding $100K will be competed among the contract awardees

UNCHANGED FROM PREVIOUS SETAC ACQUISITION

- Price Competition VS. Cost Competition
- Simplified Past Performance Requirement for Proposal
- Specified OCI determination format/process
- Pre-Solicitation On-line Acquisition Library
- Special “Locality” adjustments for high cost performance areas (i.e., DC and Alaska)
- Pre-recorded oral presentations of the management/technical proposals
- Evaluation Factors/Subfactors which reflect latest SMDC contracting philosophy (pass-though caps, subcontracting incentives, effectiveness of contractor management systems, and innovation initiatives)
- Directed Subcontractor Clause
- Limit “exclusive agreements” between primes and subs
- Same/similar CLIN structure/contract requirements, including CR Travel and Materials clauses

CHANGES FROM PREVIOUS SETAC ACQUISITION

- No Government-Site Rates – if a Space Allocation Package is approved for contractor employees, the negotiated rates for contractor site will be reduced by specified percentage (TBD)
- Longer term contract with pre-established price re-determination factors (consideration being give to Award Term Contracting)

INDEFINITE DELIVERY/INDEFINITE QUANTITY CONTRACT

- An indefinite-quantity contract provides for an indefinite quantity, within stated limits, of supplies or services to be furnished during a fixed period, with deliveries or performance to be scheduled by placing orders with the contractor.

- A task order (T/O) must be issued by the Contracting Officer prior to starting work.

TASK ORDER CONTRACT

“Task Order Contract” means a contract for services that does not procure or specify a firm quantity of services (other than a minimum or maximum quantity) and that provides for the issuance of orders for the performance of tasks during the period of performance.

WHAT IS A TASK ORDER?

- Stand-alone vehicle (mini contract)
- Executed by Contracting Officer
- Defines:
  - Requirements
  - Deliverables
  - Funding
  - Travel Requirements
  - Materials
- Obligates funding

ACQUISITION STRATEGY

The solicitation will allow for the following awards:

- Two (2) awards reserved for Woman-Owned Small Business
- One (1) award reserved for Service Disabled Veteran-Owned Small Business
- One (1) award reserved for 8(a) Business
- Two (2) awards reserved for Small Businesses
- One (1) award made on a full and open basis

ACQUISITION STRATEGY

- Team must be able to fulfill the entire SOW.
- Any/all awards will be predicated upon receipt of proposals that meet the criteria for best value selection stated in the solicitation.
- Once the contract awards are made, the task orders will be competed/awarded without consideration of business size and/or methodology of selection for the original contract awards (i.e., set aside vs. full and open).
- All contracts will contain the same minimum guaranteed amount for orders placed over the life of the contract.
- Order of selection/award has not been determined at this time.

AFFILIATION & LIMITATION ON SUBCONTRACTING RULES

- Teams established via either a Formal Teaming Agreement or Legally-established Joint Venture (JV)

- Small Business Prime Contractor with small and/or large business subcontractors may compete for SBSA when 50% of the work will be performed by the “TEAM” (collective effort of all the small business members of the team)

- If JV, contract awarded to new legal entity

- If Team, contract awarded to lead SB

GOVERNMENT-FURNISHED PROPERTY/ EQUIPMENT/DATA/INFORMATION (GFP/E/D/I)

- Contractor shall maintain GFP/GFE/GFD/GFI IAW FAR Part 45 and all contract terms and conditions

- Support may include (as directed in individual T/Os):
  - 24/7 basis
  - weekends and/or government holidays

TRAVEL AND TRAINING

- Temporary duty (TDY)/non-local travel may be required in the performance of the SOW, as directed by individual T/Os
- Each T/O will specify authorized travel locations and NTE ceiling for the anticipated travel
- Contractor shall maintain an *adequately-trained*, *state-of-the-art* staff necessary to successfully perform any/all aspects of the SETAC SOW.
- Training costs - responsibility of the contractor – no direct charges to the contract
- Conference/ symposium attendance may be required to perform the SETAC T/O SOWs – direct charge

OTHER RELATED ISSUES

- Bundling - we have looked at the issues and do not believe that we have a problem

- No Government restriction on number and/or type of teaming arrangements OR on adding subcontractors after contract award

- Past Performance for Joint Ventures
  - Technical rating based on members' individual rating
  - Management rating given rating based on individual JV members' past performance

OTHER RELATED ISSUES CONTINUED

- Organizational Conflict of Interest (OCI)
  - An OCI of a Government contractor that arises or might arise because the nature of the work To be performed may, absent some restriction on future activities, result in an UNFAIR COMPETITIVE ADVANTAGE to the contractor, impair the contractor's objectivity in performing the contract work, or make the contactor unable or potentially unable to render impartial assistance or advice to the Government (FAR 9.501).
- Security Issues
  - TS/SCI Facility
  - TS Storage
  - Some SAP access

NATIONAL INDUSTRIAL SECURITY PROGRAM (NISP)

- U.S. industry develops and produces the majority of our nation's defense technology-much of which is classified-and thus plays a significant role in creating and protecting the information that is vital to our national security.

- The National Industrial Security Program (NISP) was established to ensure that cleared U.S. defense industry safeguards the classified information in their possession while performing work on contracts, programs, bids, or research and development efforts.

- The Defense Security Service (DSS) administers the NISP on behalf of the Department of Defense.

DEFINITIONS

- **Classified Contract**
  - Any Contract that requires or will require access to classified information by the contractor or his employees in the performance of the contract. Access to classified information may take place at the contractor's facility, the government site, or another contractor facility. (A contract may be classified even though the contract document is not classified).

- **Facility**
  - A plant, laboratory, office, college, university, or commercial structure with associated warehouses, storage areas, utilities and components which, when related by function and location, form an operating entity.

- **Facility Security Clearance**
  - An administrative determination that, from a security standpoint, a facility is eligible for access to classified information of a certain category (and all lower categories).

DEFINITIONS CONTINUED

- **Industrial Security**
  - That portion of information security which is concerned with the protection of classified information in the custody of U.S. industry.

- **Personnel Security Clearance**
  - An administrative determination that an individual is eligible, from a security point of view, for access to classified information of the same or lower category as the level of personnel clearance being granted.

- **Safeguarding**
  - Measures and controls that are prescribed to protect classified information. Safeguarding and protection of classified information are synonymous terms.

REMEMBER!!!

FACILITY = PEOPLE

SAFEGUARDING = STORAGE

FACILITY CLEARANCE PROCESS

- **Sponsorship (Request for a Facility Clearance)**
  - Government for Prime Contractor
  - Cleared Contractor for Sub-Contractor
  - Facility Can Not “Self Sponsor”
- **Sponsorship Letter & DD Form 254 to Defense Industrial Security Clearance Office, Facility Clearance Division**
  - Reviews Request
  - Forwards Request to Appropriate DSS Regional Office
  - DSS Regional Office Assigns Facility to a DSS Industrial Security Representative

FACILITY CLEARANCE PROCESS CONTINUED

- **Industrial Security Representative Contacts Facility**
  - Obtains Information About Facility
  - Provides Facility with Instructions on Completing Paperwork
  - Provides Basic Information about the NISP
  - Provides Guidance in Establishing an Industrial Security Program
- **Five Essential Elements of Facility Clearance Process**
  - Sponsorship
  - Business Structure/Organization
  - Security Agreement
  - Foreign Ownership, Control, Interest (FOCI)
  - Key Management Personnel

FACILITY CLEARANCE PROCESS CONTINUED

- **Final Facility Clearance will be granted as soon as all final clearance requirements are satisfied.**

- **These requirements include:**
  - Issuance of final personnel clearances for the Key Management Personnel (KMPs).
  - Execution of the DOD Security Agreement between the contractor and DSS.
  - A favorable foreign ownership, control, or influence (FOCI) determination.

FACILITY CLEARANCES – KEY POINTS

- Although called a “Facility Clearance” the actual building or structure is not cleared; the individual who run, own, or manage the facility are cleared. These individuals are known as “Key Management Personnel (KMP).”
- A Facility Clearance is not granted until all KMPs receive their personnel clearances.
- Individual clearances are not recognized until facility clearance is granted.
- If a contractor requires the storing of classified information at a contractor facility, the contractor requires not only a facility clearance, but also safeguarding capabilities.

ACQUISITION TIMELINES/SCHEDULE

- Nov 05 General Industry Brief on “Capability Briefings”
- 19 Jul 06 Pre-DRFP Industry Day
- Sep/Oct 06 DRFP Issued
- Nov/Dec 06 Pre-solicitation Industry Briefing
- Jan/Feb 07 RFP Released
- Feb/Mar 07 OCI and Past Performance Data Due
- Mar/Apr 07 Proposals Due

ACQUISITION TIMELINES/SCHEDULE CONTINUED

- Jun 07 Contracts Awarded
- By Oct 07 Award T/Os and Transition Contractors, as necessary
- 01 Nov 07 Performance Begins

SETAC - AFTER AWARD

WHAT HAPPENS…

AFTER THE SOLICITATION IS ISSUED;

THE SUCCESSFUL OFFERORS SELECTED;

THE NEGOTIATIONS COMPLETED; AND

THE CONTRACTS EXECUTED?????

POC INFORMATION

- **Contracts Office:**

  pamela.willis@smdc.army.mil

  robbie.phifer@smdc.army.mil

- **SADBU:**

  michelle.currier@smdc.army.mil

  256-955-5529

- **SMDC/ARSTRAT WebSite Address for SETAC Acquisition Information:**

  http://www.smdc.army.mil/Contracts/SETAC07.html

SUMMARY

- Since the earliest planning stages for the SETAC acquisition, we have reviewed the oral and written community input/feedback and a myriad of other relevant information/data.

- Because of your input, we anticipate that this acquisition and the resultant contracts will be better and more efficient than the previous one.

- The current strategy opens up significant opportunities for HubZones, 8(a)s, SBs, SDVOSBs, HUBZones, and LBs at the prime and/or subcontract level.

- Questions and Answers